

Message Text

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ACTION EA-09

INFO OCT-01 ISO-00 EB-07 /017 W
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R 170842Z AUG 76
FM AMEMBASSY TOKYO
TO USDOC WASHDC
INFO SECSTATE WASHDC 1638

UNCLAS TOKYO 12404

FOR OIM/WELCH

E.O. 11652: N/A
TAGS: BEXP, JA
SUBJECT: GATF SEMINAR

REF: TWELCH LTR DTD JULY 16

1. TCREGISTRATION GIRLS WILL BE USED FOR SEMINAR ACTIVITY WHERE POSSIBLE.

2. TC PROPOSES OPENING AND TWO PART SIX HOUR SESSION WEDNESDAY, FEBURARY 16, THREE HOUR SESSION THURSDAY MORNING AND FOUR HOUR SESSION THURSDAY AFTERNOON, FEBRUARY 17. TC EXHIBITION HOURS WILL BE EXTENDED TO 6:00 PM AND 7:00 PM FEBRUARY 16, 17 RESPECTIVELY TO ACCOMMODATE SEMINAR ATTENDEES.

3. MR. MIURA, GATF BELIEVES SEMINAR WILL ATTRACT ABOUT 100 ATTENDEES/DAY AT 12,000 YEN/PERSON/DAY. TRADE CENTER POLLING INDUSTRY NOW, MEETING WITH GROUP OF 40 GATF JAPAN SEMINAR ATTENDEES AUGUST 20 TO DISCUSS PRICE. WILL ADVISE POLL RESULTS SOONEST.

4. TO ABOID CONFUSION RE RESPONSIBILITIES, PLEASE CONFIRM/CORRECT FOLLOWING TC UNDERSTANDING GATF/TC SERVICES.

(A) GATF WILL PROVIDE TWO INDUSTRY EXPERTS TO CONDUCT SEMINAR.

(B) GATF WILL PROVIDE ENGLISH LANGUAGE COPIES SEMINAR TEXT, 150 COPIES EACH OF THREE SUBJECTS. FULL TEXT ENGLISH HAND OUT IMPORTANT IF WE ARE TO CHARGE 12,000 YEN/DAY. PLEASE SEND TWO UNCLASSIFIED

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ADVANCE COPIES EACH PAPER ASAP.

(C) GATF JAPAN WILL PROVIDE CONSECUTIVE TRANSLATORS BUT TC WILL PAY HONORARIA FOR SERVICES TO INDIVIDUALS FROM SEMINAR REVENUES.

(D) TC WILL ARRANGE HIRE RECEPTIONISTS, CLERK AND PAY FROM SEMINAR REVENUES.

(E) TC WILL DEVELOP PRINT ADMISSION TICKETS, PROMOTIONAL FLYER. PAY FOR THESE AND SITE RENTAL FROM SEMINAR REVENUES.

5. TC DOES NOT UNDERSTAND USDOC DEPARTURE PAST POLICY IN AGREEING TO FIXED COSTS AND PROFIT STIPEND TO GATF. SUGGEST USDOC PROPOSE TO GATF THAT THE AIR FARE AND FOUR DAYS PER DIEM FOR EACH MAN BE GUARANTEED THEM OUT OF SEMINAR REVENUES (OR USDOC FUNDS IF REVENUES FALL SHORT) AND ALL REVENUES REMAINING AFTER PRODUCTION EXPENSES IN TOKYO WOULD GO TO THEM. WITH THIS PROPOSAL IN MIND TC SUGGESTS FOLLOWING BUDGET WHICH GATF JAPAN WILL ADMINISTER:

(A) EXPENSES

(I) SITE RENTAL (2 FULL DAYS):	\$310
(II) CONSECUTIVE TRANSLATIONS HONORARIA:	\$332
(III) RECEPTIONISTS/MIKE GIRLS AND CLERK:	\$805
(IV) TICKETS, FLYER, POSTAGE ADDRESSING/STUFFING:	\$640
(V) CONTINGENCY:	\$500
SUBTOTAL:	\$2,587
(VI) AIR FARE/PER DIEM (2 GATF PERSONNEL:	\$3,056
TOTAL:	\$5,643

(B) REVENUE (100 PERSONS/DAY - TWO SESSIONS, 12,000 YEN/PERSON/DAY), SUBJECT TO INDUSTRY

POLL CONFIRMATION:	\$8,136
LESS ESTIMATED GATF 30 PERCENT MEMBER	
DISCOUNT (22 CO'S X 2 DAYS):	\$536
TOTAL:	\$7,600

(C) BALANCE DUE GATF: \$1,957
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